

# Board of Directors Cook County Land Bank Authority Executive Director's Report

Robert Rose, Executive Director

March 22, 2018



This report covers:

- Announcements
- Recognition
- Core Business Activities
- Community Engagement
- Current Commercial Projects
- Scavenger Sale
- Financial Report

- Home Giveaway Reveal December 22, 2017, Mrs. Elaine Lee took possession 1/5/2018.
- The Cook County Land Bank Authority was created 5 years ago on January 16, 2013.
- The Cook County Land Bank Authority will be hosting a female developer luncheon
  - April 26, 2018: 11:00am –1:00pm, Kroc Center, 1250 W 119<sup>th</sup> St, Chicago, IL 60643
- The Cook County Land Bank Authority will be hosting its' 2<sup>nd</sup> Annual Appreciation Luncheon
  - Tentative date: July 18, 2018: 11:30am –1:00, Venue to be announced
- The Cook County Land Bank Authority received \$250,000 from IHDA for the Abandoned Properties Program

- The Cook County Land Bank Authority and MPC received extensive coverage on the Woodlawn community engagement regarding Washington Park National Bank Building at 6300 S Cottage Grove. Publications included: Crain's, Curbed Chicago and Southside Weekly.
- Board Chair Bridget Gainer and Executive Director Rob Rose were featured on February 1, 2018, in the Chicago Defender article: "Cook County Land Bank Authority: A Gateway for Homeownership & Community Investment".

# Core Business Activities

## 2018 Core Business Activities (December 1, 2017 – February 28, 2018)

	Prospects	In Progress	Completed	2018 Goals	% Goal
Acquisition	15,926	876	76	600	11%
Disposition	829	93	72	400	18%
Demolition	732	15	21	75	28%
Rehab	384	254	27	200	14%

## Cumulative Core Business Outcomes (as of 2/28/18)

Community Wealth	\$22,865,035	\$32,728,235	70%
Incremental Tax Benefit	n/a	\$500,000	---
Scavenger Sale – County Redemptions	\$4,013,062	386	---

## Cumulative Core Business Activities (as of 2/28/18)

Acquisition	<b>810</b>	Demolition	<b>87</b>
Disposition	<b>495</b>	Rehab	<b>241</b>
Inventory	<b>315</b>	Reoccupied	<b>187</b>

# Acquisitions: Breakdown

FY 2018 ACQUISITION PIPELINE (as of 2/28/18)				
COMPLETED	IN PROCESS	PROSPECTS	SOURCE	NOTES
48	42	73	NCST/NSI	Neighborhood Community Stabilization Trust/National Stabilization Initiative
0	1	25	HUD	Housing & Urban Development (HUD) - Direct Purchase
6	0	5	Private Donations	Donations from Individuals
2	0	0	Public Donations	Donations from Municipalities
1	0	0	Private Purchases	Land Bank purchases from private entities
2	0	3	Bank Properties	Bank-owned Purchases/Donations
1	0	0	Forfeiture	Demolition, Nuisance Abatement, Troubled Buildings
3	5	18	Deed-in-Lieu	Properties deeded over to Land Bank as an alternate to forfeiture.
0	21	0	OTC Tax Sale	Tax Delinquent Properties acquired via Cook County Clerk
13	807	15,802	Scavenger Sale	2015/2017 Tax Scavenger Sales (17,331 Parcels Acquired)
<b>76</b>	<b>876</b>	<b>15,926</b>	<b>TOTAL</b>	

# Acquisitions: Breakdown

Current Acquisition Projects (as of 2/28/18)				
COMPLETED	IN PROCESS	PROSPECTS	SOURCE	NOTES
12	13	0	CNI	Community Neighborhood Initiatives (CNI) – Pullman Revitalization
6	0	18	Access West Cook	IFF – Home First Acquisition Strategy
5	1	0	MWRD	Metropolitan Water Reclamation District (MWRD) – Natalie Creek Project
21	1	17	Riverside Lawn	Riverside Lawn Flood Mitigation Buyout Program
8	0	42	City of Chicago	City of Chicago – Neighborhood Rebuild Initiative
0	0	8	Wheeling/ Leydon Twp	Wheeling/Leydon Twp Flood Mitigation Buyout Program
36	4	17	IHDA BRP	IHDA Blight Reduction Program - Rounds One & Two
<b>88</b>	<b>19</b>	<b>102</b>	<b>TOTAL</b>	

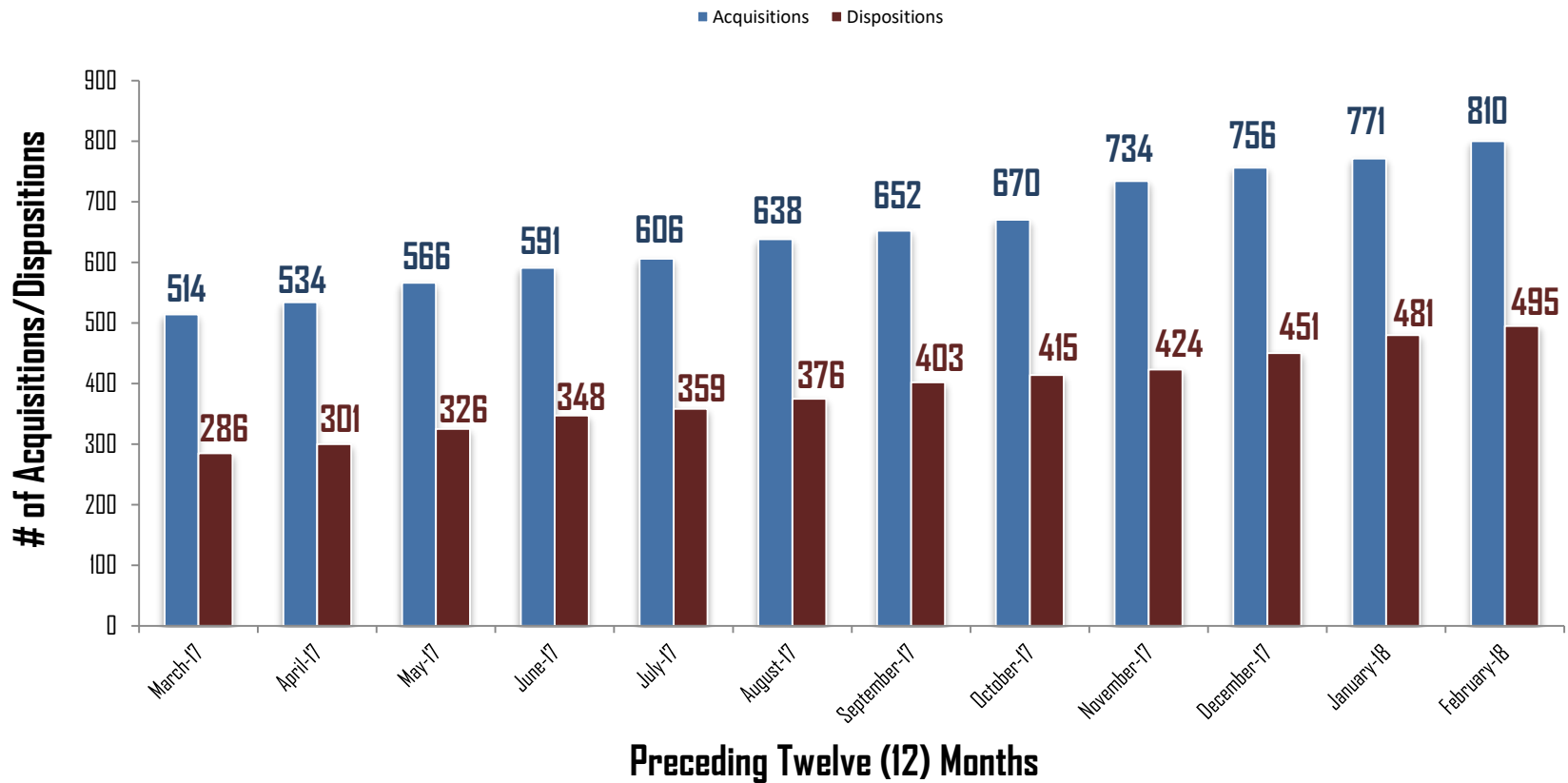
# Dispositions: Breakdown

FY 2018 DISPOSITION PIPELINE <small>(as of 2/28/17)</small>		
IN PROCESS	COMPLETED	END USER CLASSIFICATION
7	3	Not-for-Profit (NFP) Organizations
55	46	Community Developers
0	2	Faith-Based Organizations
26	21	Homebuyers
5	0	Municipality
<b>93</b>	<b>72</b>	



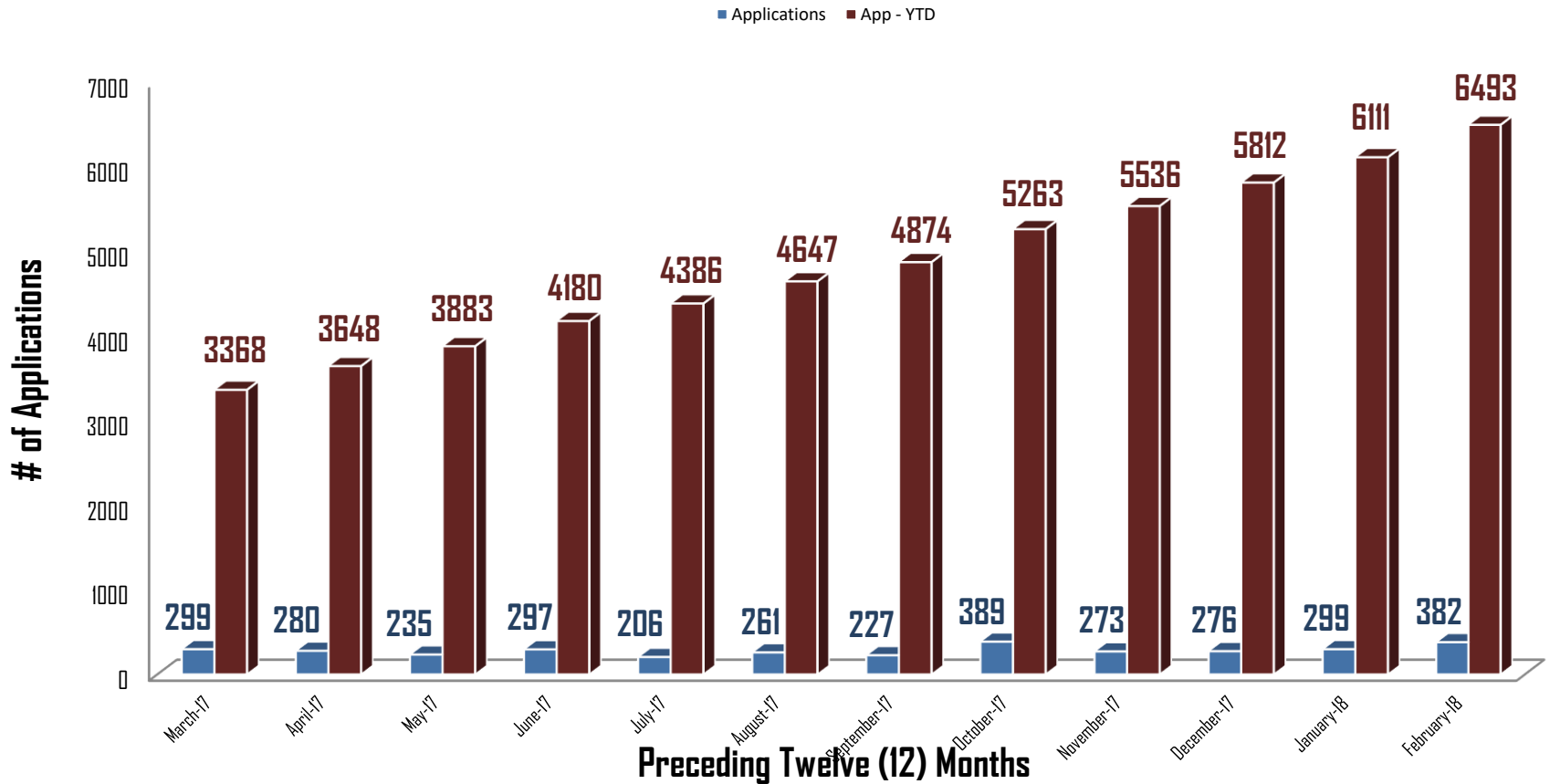
# Acquisitions & Dispositions: Monthly Breakdown

## Acquisitions & Dispositions | Cumulative Total



# Applications: Monthly Breakdown

## Number of Applications Received | Cumulative Total



## December 2017 Meetings

Event/Meeting	Description	Date	Attended
Boombbox	Met with Katherine Darnstadt to discuss opportunities for collaboration	12/1/17	R. Rose
Bertina Power/UBM Radio	Hour-long radio/Facebook Live show, promoted Homebuyer Direct Program	12/4/17	R. Rose
SPARCC L-Evated Chicago Symposium	Attended day-long workshops regarding Equitable Transit-Oriented development strategies	12/12/17	R. Rose
Greater Chatham Initiative	Met as part of the Housing Task Force	12/12/17	E. Sanders
FOX32	Live 9:30am segment promoting Homebuyer Direct Program	12/13/17	R. Rose
Woodlawn Corridor Initiative Advisory Council Meeting	Met with Woodlawn community leaders regarding the engagement exercises regarding the Washington Park National Bank Building	12/13/17	R. Rose
Woodlawn Chamber of Commerce	Featured speaker; discussed community engagement process regarding the Washington Park National Bank Building	12/15/17	R. Rose
Village of Matteson	Met with Village officials on a range of issues including Lincoln Mall, AutoMall and scavenger sale acquisitions	12/18/17	R. Rose
National Community Stabilization Trust	Met with Rob Grossinger regarding possible non-performing note sale purchases	12/20/17	R. Rose, B. Gainer
Alterra Loans	Met with Catherine Okoroh to discuss opportunities for collaboration	12/21/17	R. Rose
House Giveaway Event	Revealed the winner of the House Giveaway Lottery	12/22/17	All Staff
CBS2	Taped segment promoting CCLBA's work with local developer, Bonita Harrison and homebuyer, Keith Grant	12/28/17	R. Rose, B. Gainer

## January 2018 Meetings

Event/Meeting	Description	Date	Attended
Woodlawn Corridor Initiative Advisory Council Meeting	Met with Woodlawn community leaders regarding the engagement exercises regarding the Washington Park National Bank Building	1/9/18	R. Rose
Village of Flossmoor	Met with City officials regarding acquisitions to assist with blighted properties	1/10/18	R. Rose
Chicago Southland Economic Development Corporation	Met with Reggie Greenwood regarding opportunities in the South Suburbs	1/10/18	R. Rose
8011 S Yale	“Champagne Closing” for the 1 <sup>st</sup> CCLBA House sold in 2018	1/10/18	R. Rose, E. Sanders
Metropolitan Planning Council	Check-in meeting following the Woodlawn CDI Advisory Council meeting	1/11/18	R. Rose
Greater Chatham Initiative	Met as part of the Housing Task Force	1/16/18	R. Rose, E. Sanders
Community Reinvestment Fund	Met with several stakeholders regarding overcoming access to credit for small contractors	1/16/18	R. Rose
Outreach Community Center	Met with Pastor James Sims regarding opportunities in Harvey	1/18/18	R. Rose
Chicago Defender	Newspaper interview	1/19/18	R. Rose, B. Gainer
MWRD/Franklin Park	Met with several stakeholders regarding strategic buyout program	1/24/18	R. Rose, C. Harper
Reels & Real Estate	Featured panelist; met with real estate agents regarding how to engage with CCLBA	1/24/18	R. Rose
Related Midwest	Explored opportunities for collaboration	1/24/18	R. Rose, B. Gainer
Woodlawn Corridor Development Initiative Meeting	1st of 3 community engagement meeting regarding the Washington Park National Bank Building	1/30/18	R. Rose, E. Sanders

## February 2018 Meetings

Event/Meeting	Description	Date	Attended
MAPSCorps	Met to discuss scope of work for the summer engagement	2/2/18	R. Rose, A. Simmons
Turnkey Lease Solution	Explored opportunities for collaboration with Homebuyer Direct	2/2/18	R. Rose
Senator Tammy Duckworth	Conduct a tour of recent Westside projects with the Senator's staff	2/6/18	R. Rose, D. Diorio
Woodlawn Corridor Development Initiative Meeting	2 <sup>nd</sup> of 3 community engagement meeting regarding the Washington Park National Bank Building	2/6/18	R. Rose, D. Dugo, A. Simmons, E. Sanders, D. Diorio, G. Kelley, M. Saleh
DreamSpots Realty	Featured panelist; met with real estate agents regarding how to engage with CCLBA	2/7/18	D. Diorio
Countryside Financial	Featured panelists; met with real estate agents regarding how to engage with CCLBA	2/7/18	R. Rose, E. Sanders
VLV Development	Conducted on-site interviews and inspections as part of the 6429 S. Stewart RFP due diligence process	2/13/18	R. Rose, D. Dugo, M. Saleh
Woodlawn Corridor Development Initiative Meeting	3 <sup>rd</sup> of 3 community engagement meeting regarding the Washington Park National Bank Building	2/20/18	R. Rose, D. Dugo, A. Simmons, E. Sanders, D. Diorio, G. Kelley, M. Saleh
Sleeping Bear Capital	Conducted on-site interviews and inspections as part of the 6429 S. Stewart RFP due diligence process	2/21/18	R. Rose, D. Dugo, M. Saleh, G. Kelley
IL Governor's Conference on Affordable Housing	Panelist for discussion on Land Banks and Blight Removal strategies	2/22/18	R. Rose
P3 Conference – Public, Private, Partnership	Attended conference to learn more about P3 strategies for large-scale collaboration	2/26/18 – 2/28/18	R. Rose

## Current Commercial Projects Status Report

Project Name	Address	Action Item
Chicago Rebuild Program City of Chicago, CCLF, CCLBA, CIC	Acquire, Rehab, and Re-Occupy Single family properties in three Police Districts 7, 10, and 11.	Two CCLBA properties awarded in January. Another 3 properties have pending RFPs.
The Stewart Building	6429 S. Stewart, Chicago	RFP Closed 1/26/2018. Courtyard Building Englewood. Presentation to Land Transactions 3/9/2018. Pending Board approval.
Riverside Lawn (Voluntary buyout of homes in flood-prone area)	Various address in unincorporated Cook County	46 offers have been made. 22 offers have been accepted, 11 offers have been declined and waiting for 13 responses to the offer. 21 homes have been purchased to date.
Washington Park National Bank Building	6300 S. Cottage Grove, Chicago	Community Engagement Sessions with MPC to develop RFP. Three sessions completed in February.
Harvey Hotel Chicago China Gateway Development	Halsted and 171 <sup>st</sup> Street, Harvey	RFPs closed 2/14/2018. Demo contract will be awarded 3/23/2018. Anticipate 120 day process.

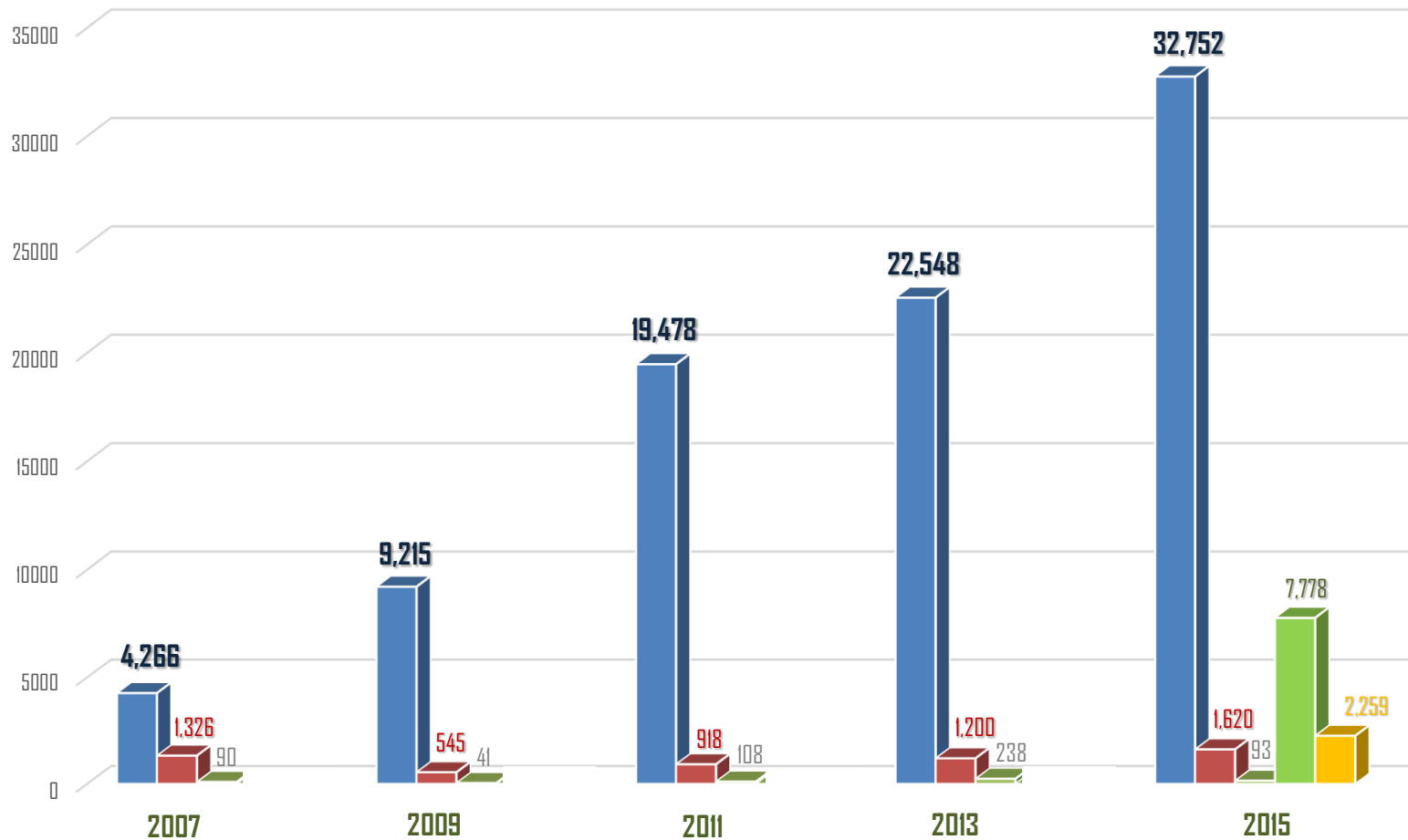
## Current Land Bank Agreements Status Report

Project Name	Target Area & Timelines	Action Item
Chicago Neighborhood Initiatives (CNI)	<ul style="list-style-type: none"> <li>• North Pullman</li> <li>• Hold Properties for up to 36 Months</li> </ul>	<ul style="list-style-type: none"> <li>• Reviewing alternate strategy to acquire 7 properties that were previously forfeiture cases.</li> <li>• 11 properties acquired and holding.</li> </ul>
IFF	<ul style="list-style-type: none"> <li>• Bellwood, Berwyn, Forest Park, and Maywood</li> <li>• 2-4- Flats up to 12 Buildings</li> <li>• Vacant Lots up to 12 Sites</li> <li>• Begin Identifying and Acquiring Properties November 2016</li> <li>• Hold Properties for up to 36 Months</li> </ul>	<ul style="list-style-type: none"> <li>• IFF executed LBA on November 30, 2016. IFF identified 6 Tax Certificate PINs located in target area. IFF will close on 6 parcels in March 2018.</li> </ul>

# Scavenger Sale - History

## Percentage of Parcels Deeded/Number of Scav Sale Bids

■ | Total Offered PINs 
 ■ | Private Buyers: Total Bids 
 ■ | Private Buyers: Total Bids Deeded 
 ■ | CCLBA: Total Bids 
 ■ | CCLBA: Total Bids Deeded\*



	2007	2009	2011	2013	2015
% of bids →	6.8% / 2.1%	5.9% / 0.4%	4.7% / 0.6%	5.3% / 1.1%	4.9% / 0.3%
Conversion rate	6.8%	7.5%	11.8%	19.8%	23.8% / 6.9%



# 2015 Scavenger Sale Overview

Total Activity	
Commercial Structures	<b>183</b>
Industrial Structures	<b>39</b>
Vacant Parcels (All Zoning)	<b>5,729</b>
Residential Structures	<b>1,827</b>
<b>TOTAL BIDS</b>	<b>7,778</b>

Acquisition Status			
	Chicago	Suburbs	TOTAL
Pursuing	<b>2,052</b>	<b>207</b>	<b>2,259</b>
Not Pursuing	<b>3,305</b>	<b>1,203</b>	<b>4,508</b>
Under Eval	<b>789</b>	<b>222</b>	<b>1,011</b>
<b>TOTAL</b>	<b>6,146</b>	<b>1,632</b>	<b>7,778</b>

Properties Pursuing	
Commercial Structures	<b>108</b>
Industrial Structures	<b>13</b>
Vacant Parcels (All Zoning)	<b>1,495</b>
Residential Structures	<b>643</b>
<b>TOTAL BIDS</b>	<b>2,259</b>

Properties Under Eval	
Commercial Structures	<b>40</b>
Industrial Structures	<b>14</b>
Vacant Parcels (All Zoning)	<b>347</b>
Residential Structures	<b>610</b>
<b>TOTAL BIDS</b>	<b>1,011</b>

# Tax Certificate Program – Timeline

## Tax Certificates – Average Timeline

Average # of Days to Convey Deed to Buyer

**225 Days (7.5 Months)**

**10 Days (2 Weeks)** | Average time frame for the CCLBA to convey the deed to the prospective buyer.

**10 Days (2 Weeks)** | CCLBA legal counsel orders a title commitment, files the case in court, and extends the redemption date. CCLBA is supplied with new redemption date and original trial date.

**45 Days** | Average time frame to take title to the property after the redemption date. Accounts for court appearances.

**Day One** | CCLBA comes to an agreed price and fully executes a terms sheet with the prospective buyer.

**150 Days (5 Months)** | Legal counsel sets a new redemption date to serve notice as per regulations set forth in ILCS 21-95.

**10 Days (2 Weeks)** | Legal counsel clears the back taxes/other encumbrances and takes deed to the property with clear title.

## **Acquire 600 Homes**

- Portfolio acquisitions based on location and community impact

## **Execute Scavenger Sale Acquisitions**

- Vacant Lots/Commercial/Industrial/Multifamily/Single Family

## **Dispose of 400 Properties**

- Work with existing developer pool, homebuyers, and new development partners

## **Homebuyer Direct Program**

- Direct partnerships with banking partners and housing counseling agencies

## **Complete 2018 Staffing Plan to Increase Capacity and Organizational Efficiency**

- Business Manager, Attorney, Asset Manager, and Deputy Director

## **Proactively Acquire Properties via Deed-in-Lieu/Abandonment/Forfeiture Cases**

- Partner with the City of Chicago's Department of Planning and Development, Department of Law and Department of Buildings